

ANDERSON EXHIBIT 10D

207

DEY LABORATORIES

MEMORANDUM

TO: Sales and Marketing cc: R. F. Mozak

FROM: Helen Burnham *H.B.*

DATE: May 30, 1995

Re: ALBUTEROL WAC PRICING *H-1*

Attached is a copy of a fax sent to all database managers to update their records with our wholesale acquisition cost (WAC) for albuterol.

As you know, the following states are now using WAC instead of AWP to calculate Medicaid reimbursement:

- Alabama
- Colorado
- Florida
- Maryland
- Massachusetts

WAC is not representative of our published wholesale list prices, but like AWP, is used for calculation of reimbursement. Our updated WAC values are in line with the Warrick WAC values provided by First Data Bank and should level the playing field for Medicaid reimbursement.

Please give me a call if you have any questions.

005

I-1

June 29, 1996



David Lichtenstein
Executive Vice President
Physician Reliance Network (PRN)
815 Preston Road, Ste 300
Dallas, TX 75225

Dear Bob:

The purpose of this document is to amend effective July 1, 1996, our current Kytril Agreement dated October 13, 1995 to include the following modification under Section II paragraph 2:

- I. SB agrees to pay PRN a rebate in the amount of \$20.46 per Kytril unit purchased during the term of this Agreement and used in a PRN clinic provided that PRN maintains and markets Kytril as the preferred oral and injectable SHIT3 within its owned oncology centers. This rebate will be paid on a quarterly basis to PRN.
- II. SB agrees to guarantee a net price to PRN of \$102.00 throughout the term of this Agreement. This net price will be exclusive of wholesaler or distributor mark up or administrative fee applied to the purchases of Kytril Injection by PRN.
- III. Contract expiration date stated herein shall be 12/31/97.

All other terms and conditions of our Agreement will remain in full force and effect unless inconsistent with or superseded by the terms of this Agreement.

Thank you for your continued interest in our products. If you have any questions regarding this extension please contact me at (214)751-7920.

ACCEPTED AND AGREED TO:

David Lichtenstein
Sr. Contract Manager
SmithKline Beecham

Bob Whren
Executive Vice President
Physician Reliance Network

Jerry Chaskin
SmithKline Beecham IHD

SB03930

209

STATEMENT OF REMITTANCE				
DUCHER NO.	INVOICE NUMBER	INVOICE DATE	GROSS	NET
16242087	3RD QTR 96 REBATE	11/07/96	235,658.28	235,658.28
12/13/96 → Credit to Patient				
ENDOR NO. 00090397			INVOICES MAY HAVE BEEN BILLED TO:	SMITHKLINE BEECHAM PHARMACEUTICALS SMITHKLINE BEECHAM

SB
SmithKline Beecham

DETACH AND RETAIN THIS STUB FOR YOUR RECORDS.

SMITHKLINE BEECHAM
PO BOX 10041
PHILADELPHIA PA 19101-0041

PHYSICIAN RELIANCE NETWORK INC
815 PRESTON COMMONS EAST
PRESTON COMMONS EAST
DALLAS TX 75225

Two Hundred Thirty Five Thousand Six Hundred Fifty Eight and 28/100 Dollars

CITIBANK DELAWARE, A SUBSIDIARY OF CITICORP
ONE PETER'S WAY, NEW CASTLE, DE 19720

VOID AFTER 60 DAYS

ASSISTANT TREASURER
SMITHKLINE BEECHAM CORPORATION

11*0000 20593E11* 103110020912 391016591 SB03931

210

January 1, 1994

Don Whiteaker
 Quantum Health Resources
 190 The City Center South
 Orange, CA 92668

Dear Don:

BAYO 117

Dev: cheney
 Dir: Sales

As a follow up to our conversation regarding our special end of the year proposals the following prices and terms were offered:

1. Gamimune-N 10% promotion: 8/1-12/31/93

- A. Product will be billed at \$30.00 per gram.
- B. A credit memorandum will be issued in January for \$5.80 per gram retroactive to August 1, 1993.
- C. Special billing terms, less 2%, 90 days, net 91.

2. Kogenate promotion: 11/1/93-12/31/93

- A. Kogenate will be invoiced at \$.82 per AHF unit.
- B. A credit memorandum will be issued in January, 1994, for \$.21 per unit for all Kogenate purchased during this promotion. The following purchase orders were placed during this promotion: #12774; #12775; and #12776. These orders were for approximately 3,000,000 AHF units.

Please call me if I can provide you with any additional information.

Regards,


 David P. Mahoney

1-331-117
 1-331-117
 1-331-117

1-3

211

6.0 REBATES

NU 0001059

- 6.1 Schedule A/Quarterly Performance Rebate. Purchases, net of returns, will be valued at contract price.

SCHEDULE A: QUARTERLY SANDOglobulin® PERFORMANCE REBATE			
		Performance % Benefit	
Required Sando globulin® Purchases	Level	Sando globulin®	Sando statin®
\$ 0 - \$150,000	Level 1	18.5%	0%
\$150,001 - \$200,000	Level 2	38.0%	0%
\$200,001 - \$250,000	Level 3	42.0%	0%
> \$250,000	Level 4	46.0%	5%

Purchases, net of returns, will be valued at contract price.

- 6.2 Rebates will be calculated based on SPC data. The contracted account may seek amendment to these calculations provided alternate data is furnished and can be substantiated by SPC.

- 6.3 Rebate periods will be quarterly as follows:

Schedule AFrom:

October 1, 1995
January 1, 1996
April 1, 1996
July 1, 1996

To:

December 31, 1995
March 31, 1996
June 30, 1996
September 30, 1996

212

MENTS: R94-0919 CT#MSP 04007 4-6/94
 cps 10/13/94 ey

▼ PLEASE DETACH THIS STUB BEFORE DEPOSITING CHECK ▼

SANDOZ		REGULAR ACCOUNT		CHECK NUMBER
SANDOZ PHARMACEUTICALS CORPORATION 59 ROUTE 10, EAST HANOVER, NEW JERSEY 07930-1000 Wachovia Bank of North Carolina, N.A. Wachovia Bank, N. C. 27180		DATE	AMOUNT	0982197
		10/06/94	***153,798.29	

PAY TO THE ORDER OF:
 CAREMARK PRESCRIPTION SERVICE
 111 BARCLAY BLVD.
 LINCOLNSHIRE IL 60069

06-35
631

Wayne R. Lind
 AUTHORIZED SIGNATURE

⑆00982197⑆ ⑆053100355⑆010454 001272⑆

*Just Check to Caremark
 10/12/94 h*

Customer 1111 0007519

Name and Address: Quantum Health Resources
6666 East 75th Street
Indianapolis, IN 46260
Attn: Director of Pharmacy

Rbate Form: X Check \$ 24,289.58
\$ 17x 31.92
Credit \$
Rx Product \$
OTC Product \$
Carryover \$
Carry Forward \$

Avg. Membership/Scripts for
Rbate Period: Membership (HMO)
Scripts (MSF)

If Direct Account, are payments
up to date? Yes per
No (State Status below)

Send copy of detail sheets to the Account
(your copy is automatically mailed)

Make rebate payable to:
If Different From Above

214

5-1

Bayer

Pharmaceutical
Division

Internal Memorandum

DATE: October 1, 1996
TO: Chris Cheney
FROM: David Mahoney *DM*
SUBJECT: Volume Sales Opportunities - Kogenate®
cc: Jim Patchen
Jim Lamb

Our two largest Kogenate® customers, Quantum Health Resources and Caremark, have both stated that they will consider purchasing largest additional amounts of Kogenate® from now until the end of the year.

Quantum projects their recombinant factor VIII, sales to be 100mm/units in 1996. We will supply between 25 and 28mm units of Kogenate®. They have committed 60 mm/ units to Baxter and Armour. This leaves approximately 12mm / unit up for grabs. We have an excellent chance to pick up most, or all of these 12mm / unit if we put together an attractive proposal.

I have been told that our present Kogenate® price, \$.66, is the highest price that Quantum is paying for recombinant factor VIII. In order to sell the additional 12mm/u we will need a lower price. I suggest a price of \$.60 to \$.62 to secure this volume. From Quantum's stand point, a price off invoice, is the most desirable. We could calculate our offer in the form of a marketing grant, a special educational grant, payment for specific data gathering regarding Hemophilia treatment, or anything else that will produce the same dollar benefit to Quantum Health Resources. If we are interested in pursuing this additional volume of Kogenate® sales, I will need your input in the next 10 days. I have a meeting scheduled with Pete DeComo, Sr. VP, Operations, during the National Hemophilia Foundation Convention on October 17, 1996.

Caremark is also in the position to buy an additional 3-4 million units of Kogenate® by the end of the year. We should consider something comparable to Quantum in order to pursue this business.

Chris please get back to me with your ideas as soon as possible.

CONFIDENTIAL
COMMERCIAL INFORMATION

BAY005241
BAY005242

215

J2

CAREMARK
 CAREMARK, INC.
 Therapeutic Services Division
 1127 Bryn Mawr Dr.
 Redlands, California 92374
 909.796.7171

Caremark, Inc.
 Therapeutic Services Division
 11-285 #095
 1/5/74 86046

PURCHASE ORDER **28411**

DATE: _____

VENDOR: HYLAND SHIP TO: C.T.S.

ADDRESS: _____ ADDRESS: _____

CITY: _____ CITY: _____

Delivery Date: 1/5/74 Allowance: _____ Terms: _____ Ship Via: _____

Quantity		Product Code	Manufacturer Number	Item Description	Unit Price	Unit	Total	Account Number
Ordered	Received							
1) 224	224	CC44F-A2CBAA		(SARMAGALID) 10GM	\$4.00			4501-101
2)				EXP. 7/9/95 LOT # 237A2800				
3)								
4)								
5)				FREE GOODS				
6)								
7)								
8)								
9)								

Phase Order: ☐ YES ☐ NO

Handwritten notes: 1-10, 1-10, 1-10, 1-10, 1-10, 1-10, 1-10, 1-10, 1-10

**Value of Baxter's Free Goods
to Caremark**

1994 AWP for GAMMAGARD 10 grams

= \$610.20

224 x \$610.20 =

\$136,684.80

217

J-3

ONCOLOGY PURCHASING AGREEMENT

Seller:

PHARMACIA
P.O. Box 16529
Columbus, OH 43216-6529

Buyer:

TEXAS ONCOLOGY
3320 Live Oak Street
Dallas, TX 75204

TX122
OPA
Contract Number CT0000210 6/26/94 - 5/31/97
(To Be Assigned By Pharmacia) replaces CT00002143
@ 6/26/94

The following prices are being offered for consideration by Pharmacia (SELLER) to Texas Oncology (BUYER) under the terms and conditions outlined below, and subject to all applicable Government regulations, for the period June 1, 1994 through May 31, 1997, effective upon acceptance of this written agreement.

All invoices will be priced according to the following schedule:

PRODUCT DESCRIPTION	NDC. No 0013-	UNIT SIZE	PRICE
ADRIAMYCIN RDF [®] (doxorubicin hydrochloride for injection USP)	1086-91	10 mg vial	\$ 12.40/vial
	1096-94	20 mg vial	\$ 24.80/vial
	1106-79	50 mg vial	\$ 62.00/vial
	1116-83	150 mg vial	\$182.28/vial
ADRIAMYCIN PFS [®] (doxorubicin hydrochloride injection USP)	1136-91	10 mg vial	\$ 14.00/vial
	1146-94	20 mg vial	\$ 28.00/vial
	1156-79	50 mg vial	\$ 70.00/vial
	1176-87	75 mg vial	\$105.00/vial
	1166-83	200 mg vial	\$ 274.40/vial

002824

218

Oncology Wholesale Purchasing Agreement
Pharmacia and Texas Oncology
Page 2

PRODUCT DESCRIPTION	NDC No 0013-	UNIT SIZE	PRICE
ADRUCIL® (fluorouracil injection USP)	1036-91	500 mg vial	\$.93/vial
	1046-94	2.5 gm vial	\$ 4.42/vial
	1056-91	5 g vial	\$ 6.82/vial
FOLEX PFS™ (methotrexate sodium injection USP)	2266-91	50 mg vial	\$ 3.01/vial
	2276-91	100 mg vial	\$ 4.14/vial
	2286-91	200 mg vial	\$ 4.94/vial
	2296-91	250 mg vial	\$ 7.43/vial
NEOSAR® (cyclophosphamide for injection USP)	5606-93	100 mg vial	\$ 2.82/vial
	5616-93	200 mg vial	\$ 4.47/vial
	5626-93	500 mg vial	\$ 7.43/vial
	5636-70	1 GM	\$ 11.75/vial
	5646-70	2 GM	\$ 23.50/vial
VINCASAR PFS® (vincristine sulfate inj USP)	7456-86	1 mg vial	\$ 5.34/vial
	7466-86	2 mg vial	\$ 9.52/vial
AMPHOTERICIN-B	1405-44	50 mg vial	\$ 18.75/vial

Pharmacia standard terms and conditions of sale are attached and form a part of this agreement. Payment terms for this agreement will be 2% 60 days, net 61.

Where Texas Oncology has pharmacy facilities, Pharmacia will provide Texas Oncology two sets of invoices for each order, with one being sent to the "ship to" location and the other to the "bill to" location.

Periodic price reviews will be conducted at a minimum of every 12 months, as initiated by Pharmacia or Texas Oncology. Adjustments based on market competition will be agreed upon by both parties.

002325

Oncology Wholesale Purchasing Agreement
Pharmacia and Texas Oncology
Page 3

Other oncology products may be added to this agreement, at a price to be negotiated between the parties, as they become available.

Pharmacia will provide Texas Oncology with a one time educational grant of \$35,000 to provide systems for drug and pharmaceutical information and management.

During each year of this agreement 6/1 - 5/31, if Texas Oncology exceeds the unit purchases of doxorubicin of the preceding year (calculated in 10 mg equivalent units), Pharmacia will provide Texas Oncology with 5% of this years purchases in unit terms in free goods. These free goods will be provided in the pack desired by Texas Oncology.

This educational grant and free goods rebate should be regarded as discounts from price and all Medicare/Medicaid claims should reflect this discount.

Pharmacia and Texas Oncology will meet and negotiate in good faith to establish a joint approach to Texas Oncology's managed care business. *am* *TJK*

This agreement contains confidential materials. The release of this information to any third party without prior written permission from Pharmacia may result in termination of agreement prices.

This agreement is not binding until it is signed by the Buyer and received and accepted by Pharmacia.

Accepted By:

Approved By:

Bob Whren
Bob Whren
President, Texas Oncology Pharmacy Services
Texas Oncology, P.A.

Thomas J. Komenda 6/20/95
Thomas J. Komenda
Director of Sales
Pharmacia

6/1/95
Date

TK/vj - May 26, 1994

002826

220



J-4

Date

Reference



Handwritten notes:
 Bob Whren
 June 27, 1995
 Reference

June 5, 1995

To: Dave Westaway
 From: Randy Ross
 Re: Texas Oncology Contract Review Meeting - June 27, 1995

In preparation for our meeting with Bob Whren on June 27, I have listed some items that we should address for the meeting.

1. **Unrestricted Educational Grant**
 - * \$35,000 grant was previously provided and combined with 5% free goods to offset Chiron doxorubicin offer of \$53.95 / 50 mg. versus our price of \$62.00 / 50 mg. equivalent.
 - * I have requested Beth Remmenga to confirm performance to qualify for free goods.
 - * Upon receipt of Beth's information, we should determine terms to remain price competitive.
 - * In our conference call with Bob Whren last year, he did raise the question of the \$35,000 in years 2 and 3 of the contract. This will be an issue to address.
2. **Pricing Adjustments**
 - * In speaking with the buyer for Texas Oncology, he indicated that he thought our Vincasar price might be a little on the high side. I asked him to provide any additional information and I am waiting for his follow up. At this time, it is below our best rebated price for the SA2 and I am inclined not to change it unless we are significantly out of line with an offer they have.
3. **Contract Terms**
 - * Bob Whren has indicated an interest in utilizing a wholesaler and has been courted by Alternate Site Distributors (ASD) of Dallas. The sticking point is that Bob is not willing to pay the wholesale up charge.
 - * Texas Oncology is also in the process of developing an online communications system for their pharmacies and offices that will eventually include inventory management and ordering. Some parts of the system are active at this time. They are using a consulting group called Access Data out of Tennessee to develop the system.

Postal address
 Adria Laboratories
 Post Office Box 16529
 Columbus, Ohio 43216-6529
 USA

Visiting address
 7001 Post Road
 Dublin, Ohio 43017
 USA

Telephone
 614-764-8100

Telex
 246-620

Main Telefax
 614-764-8102

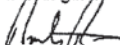
000305

221

4. **Toposar Addition to Contract**
 - * They currently have a contract with Gensia that runs into the fall. They prefer not breaking existing contracts and I respect that.
 - * We may wish to make an offer that allows us to be their designated second line source insuring that our pricing is below Gensia's. For some additional consideration, we should ask for the first right of refusal after the current contract with Gensia expires.
5. **Capitation Options**
 - * Still a topic of interest with them.
 - * As part of the contract review, we should offer some plans for a prospective review under a capitated rate per life or per case. Specify each parties responsibility in gathering and analyzing data. This keeps the conversation moving. By setting it up as a prospective review, we can compare potential programs to the current traditional contract without putting either party at risk.
6. **Meet with Dr. Reese**
 - * Follow up on conversation that Dr. Thio had with Reese, Jones and Swain at Snowmass.
 - * Dr. Reese indicated an interest in "partnering" with pharmaceutical companies but not necessarily in the Zeneca sense.
 - * This is an important area and opportunity for Senior Management follow up.
 - * Possibly bring both Dr. Reese and Bob Whren to Columbus for a meeting.

Dave, these are the issues that I see as most pressing at this time. I hope that you and I can discuss these no later than the Zinecard launch meeting in Orlando. I will follow up with you later this week to find a time that would be best for you. If you have any questions, please let me know.

Best Regards,


Randy Ross

cc: Ola Magnusson
T. Komenda
J. Thompson
T. Klinker
D. Marsico
B. Remmenga

000000

222



EDUC.
PROGRAMS

March 24, 1997

John E. Thompson
National Account Director
Pharmacia & Upjohn
7000 Portage Road
Kalamazoo, MI 49001-0199

Dear Mr. Thompson:

American Oncology Resources would like to thank you again for Pharmacia & Upjohn's 1997 commitment to key medical education activities. As confirmation, I have listed below the specific details of this commitment, as well as, an invoice for that activity. Financial sponsorship of a medical education meeting can be received at the time of the meeting. As a reminder, your company is welcome to attend these meetings during designated times and present material appropriate to the discussion.

Medical Education Meeting	Date	Sponsorship
<i>Disease Specific Task Force</i>	<i>June</i>	<i>\$6,750</i>
<i>Disease Management Task Force</i>	<i>July</i>	<i>25,500</i>
<i>Research Task Force</i>	<i>September</i>	<i>21,000</i>
<i>50 AOR Yearbooks</i>	<i>April</i>	<i>2,500</i>

Payment for your purchase of the AOR yearbook is due upon receipt of this invoice. Copy for the yearbook is currently being finalized and printing should be complete within the next month. As soon as they are received we will ship them to you.

Thank you again for your committed involvement with AOR during 1997. We look forward to working with you to improve and advance the care our cancer patients.

Sincerely,

Sharon Jameson, MBA, RN
Director, Medical Affairs

000014

223

5-6

AOR/PHARMACIA & UPJOHN
PARTNERSHIP PROPOSAL

Elements of proposal:

1. Contract Pricing for P&U products (see Attachment I)
 - 3-year agreement ~~committed~~
 - 3% administrative fee on all products ~~or contract~~ (\$473,800 based on '97 projections).
 - CAMPTOSAR price protection thru 1997. Six month reviews after January 1, 1998.
 - Flexibility in negotiation of pricing if government intervenes in reimbursement processes.
2. New Product Introductions

P&U will work with AOR on all new product introductions.

P&U will work with AOR at introducing our LHRH to compete against Lupron/Zoladex. Our LHRH, brand name Triptorelin, will be available in late 2nd Quarter, early 3rd Quarter.

P&U, working with AOR, would establish a pricing mechanism for Triptorelin with spreads favoring AOR versus current LHRH. Triptorelin would be a therapeutic equivalent to Lupron/Zoladex. This pricing advantage would increase profitability to AOR.
3. Medical Education Grants

A \$55,000 grant has been committed for 1997 for the AOR Partnership for excellence package including:

 - Education/Disease Management
 - Research Task Force
 - AOR Annual Yearbook

A \$40,000 grant to sponsor the AOR monthly teleconference. This sponsorship was committed and completed in February 1997.

Both of these grants would be committed in 1998 and future years if the partnership is agreed to.
4. P&U Customer Development Program with AOR

This commitment valued at \$300,000-\$400,000 would include:

 - a. Clinical practice improvement program (CPI).
 - b. Consultation on disease management processes and principles.
 - c. Research and analysis of "Best Practices" for CPI.
 - d. Design Works, a P&U customized behavior change program.
 - e. Other developmental customized programs for AOR. Example: Development of Internet access, coordination of AOR's Regional Marketing Directors for recruitment, patient satisfaction surveys, etc.

6625

All of the above to be co-developed to the satisfaction of AOR and P&U.

5. **Clinical Research Trials**

Initial Phase III Protocol trial for "Oral Idamycin" in lymphomas. This trial will offer AOR \$1.1M in additional revenues. Two hundred twenty-five (225) patients at \$5,000 per patient.

This clinical research trial is dependent on the signing of a partnership agreement. AOR will become a "first choice" for clinical studies.

6. **Sharing of AOR Clinical Information Systems**

P&U is committed for \$100,000 to AOR per calendar year to develop and share AOR Clinical Information System.

The above six items are contingent on the signing of the AOR Disease Management Partner Program. AOR's exclusive compliance to the purchase of the products listed in the contract product attachment is also necessary for the above items to be in effect.

225

Sheet1

Attachment 1						
AOR Contract Pricing Proposal, April 1997						
Product		AWP	List Price	AOR Current Price	Suggested New Contract Prices	\$ Volume
Adriamycin						
						\$ 2,123,528.00
1086-91	RDF 10 mg	\$ 46.00	\$ 36.80	\$ 8.00	\$ 7.50	
1096-91	RDF 20 mg	\$ 92.00	\$ 73.60	\$ 16.00	\$ 15.00	
1106-79	RDF 50 mg	\$ 230.00	\$ 184.00	\$ 40.00	\$ 37.50	
1116-83	RDF 150 mg	\$ 676.19	\$ 540.95	\$ 120.00	\$ 114.00	
1136-91	PFS 10 mg	\$ 48.31	\$ 38.65	\$ 8.40	\$ 7.50	
1146-91	PFS 20 mg	\$ 96.63	\$ 77.30	\$ 16.80	\$ 15.00	
1156-79	PFS 50 mg	\$ 241.56	\$ 193.25	\$ 42.00	\$ 37.50	
1176-87	PFS 75 mg	\$ 362.35	\$ 289.88	\$ 63.00	\$ 58.25	
1166-83	PFS 200 mg	\$ 946.94	\$ 757.55	\$ 168.00	\$ 150.00	
Adrucil						
						\$ 160,427.00
7525-36	500 mg	\$ 1.54	\$ 1.23	\$ 0.93	\$ 0.93	
7525-37	2.5 gm	\$ 7.69	\$ 6.15	\$ 4.42	\$ 4.42	
7525-38	5 gm	\$ 15.38	\$ 12.30	\$ 6.82	\$ 6.82	
bleomycin						
						\$ 1,182,348.00
1616-79	15 IU	\$ 292.43	\$ 233.94	\$ 187.00	\$ 175.00	
1616-86	30 IU	\$ 584.83	\$ 467.86	\$ 374.00	\$ 350.00	
Neosar						
						\$ 370,575.00
7525-40	100 mg	\$ 5.39	\$ 4.31	\$ 2.50	\$ 3.00	
7525-41	200 mg	\$ 10.24	\$ 8.19	\$ 3.50	\$ 3.50	
7525-42	500 mg	\$ 21.50	\$ 17.20	\$ 6.95	\$ 5.00	
7525-43	1 gm	\$ 43.01	\$ 34.41	\$ 11.50	\$ 9.00	
7525-44	2 gm	\$ 86.00	\$ 68.80	\$ 22.00	\$ 18.00	
Toposar						
						\$ 931,621.00
7525-45	100 mg	\$ 136.46	\$ 109.19	\$ 19.50	\$ 12.00	
7525-46	200 mg	\$ 272.96	\$ 218.38	\$ 39.00	\$ 24.00	
7525-47	500 mg	\$ 665.38	\$ 532.30	\$ 97.50	\$ 60.00	
7366-73	1 gram	\$ 1,330.75	\$ 1,064.60	\$ 195.00	\$ 120.00	
Vincasar						
						\$ 129,264.00
7525-48	1mg	\$ 370.75	\$ 296.60	\$ 4.15	\$ 4.15	
7525-49	2mg	\$ 741.50	\$ 593.20	\$ 7.75	\$ 7.50	

000867

227

From: ROSSR Reading Electronic Mail
 Date: 09/29/95 Priority: Normal
 To: 1: GAHML 4: 5-7 Copy: 1: KLINKERT
 2: 5: 2: THOMPSON
 3: 6: 3: KOMENDAT
 Subject: Meeting with Texas Oncology Files Attached: No

=====
 sa, Please forward this email to Dave Marsico, Dave Westaway and Pasquale
 stera. Thanks. Randy
 =====
 September 29, 1995

Re: Distribution
 From: Randy Ross
 To: Meeting with Texas Oncology

met today with Bob Whren of Texas Oncology to discuss the \$40 / 50
 . doxorubicin price that Bristol has offered and other issues.

Informed Bob that we would keep him competitive with the
 market, however, the Rubex brand was not identical to our RDF 150.
 I discussed stability, sterility and single dose vial versus multi dose
 vial issues. There is agreement that we do have a product of more
 value to their clinic network. Agreeing on that value, and working the
 price from that point will be the next goal.

. We discussed using free goods and grants to offset some of the
 price differences as we have in the past. Bob is very open to that.

. There may be some room to bring the PFS MDV into the
 picture. Bob agreed that it would be of greater significance in offices
 where RN's are doing the RDF reconstitution. Finding an premium
 over the RDF will be necessary.

WE revisited the issue of capitation. The physician committees
 are completing a second re-write of the treatment guidelines. Bob does
 not have access to them at this time. Once completed, we can use them
 to decide if capitation is an option here.

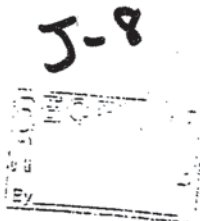
. Texas Oncology would prefer to depot their contract through
 alternate Site Distributors (ASD) in Dallas. Since they do not wish to
 pay an up charge, the 2% would fall to us in order for this to happen. I
 remarked that in our efforts to respond to the Bristol pricing, we may
 not be able to participate with ASD. (As mentioned before, the 2%
 may be a wash for us considering the savings in shipping and invoicing
 costs. I mentioned the above to Bob as an "out" if we wanted it.)

. I discussed the VP-16 pricing and upcoming request for bid.
 I voluntarily lowered our contract price to the current deal. Also, I
 discussed with Bob the rapid downward market adjustment of VP-16
 since early April. He said their current supplier, Gensia, had done a
 good job of keeping up with the market adjustments. He did like the
 idea about linking changes in Toposar pricing to changes in the Federal
 only Schedule (FSS). When discussing how many changes have
 occurred in the FSS, I detected that Bob thought that possibly Gensia
 did not respond as frequently or as quickly as Bob had originally
 believed.

002756

228

Chronicare...
exclusively from
Quantum
Health Resources



VIA FACSIMILE

March 2, 1995

David P. Mahoney
Miles, Inc.
400 Morgan Lane
West Haven, CT 06516-4175

Re: Status of Pricing Discussions Remainder of 1995

Dear Dave:

This note summarizes the results of our pricing discussions to date. These are a result of our meeting in Orange on February 15, 1995 which included yourself, Jim Patchen, John DeStefanis, and myself. Subsequent to that meeting, you and I had further telephone conversations on February 24, 1995, and March 2, 1995 which have yielded the results outlined. If you have any other understanding of these agreements you need to communicate this to me by March 7, 1995.

Agreed:

- 1) Koate pricing will decrease to \$.17 per unit with terms of 2.5% 30, net 31.
- 2) Kogenate pricing will increase to \$.61 per unit with terms of 2.5% 30, net 31 effective March 1, 1995. However, it is agreed that Quantum will have the opportunity to purchase 4,000,000 units of mid and high range material at \$.58 per unit, even if the product does not become available until after March 1, 1995. Additional price increases of no more than \$.01 on July 1 and October 1, 1995. You will endeavor to supply Quantum with 35,000,000 units of Kogenate for calendar 1995. *
- 3) Furthermore, it is agreed that you will evaluate and determine in a timely manner a dollar amount which will offset losses in revenue and expenses outlaid in the recall of Prolastin in calendar 1994.

Miles Biologics will also support Quantum's programs that benefit the Hemophilic population generally (such as education, camps, preceptorships, and other programs) by providing Quantum with \$200,000. Quantum will be entitled to use this money to support these programs as it deems appropriate. This money will be allocated to Quantum at the rate of \$50,000 quarterly.

CONFIDENTIAL
COMMERCIAL INFORMA

790 The City Drive South / Suite 400 / Orange / California / 92668
(714) 750-1610 / Fax (714) 750-3235

BAY000119

229

David P. Mahoney
March 2, 1995
Page Two

This summarizes the full extent of the agreements we discussed. Beyond that we will negotiate a supply agreement for the balance of the year.

Regards,


Don Whiteaker
Director of Purchasing

cc: K. Coleman
J. DeStefanis
J. McIlwraith

DW/MSW:G80

CONFIDENTIAL
COMMERCIAL INFORMATION

BAY000120

230

3-9

Disprop. Share
\$48.95

PHASE I

GPO

- No attempts to aggressively secure GPO awards during this period (Q1 - Q2).
- Target a total of 3 - 5 state, county or regional GPO bids to send false pricing signals to competition. Recommended pricing \$53 - \$58/vial.

HOSPITAL

- Concentrate field reps. on the top 40 AIDS hospitals using a \$54.00 price in conjunction with a 10% free goods program to mask final price. Provides the account with an effective price of \$48.60 per vial.

DISPROPORTIONATE SHARE PROGRAM

- Establish the Disproportionate Share Price at \$48.50. This represents an 11% reduction to a projected AMP of \$54.50/vial.
- Focus sales force on these accounts during Q1 and Q2.

FSS

- Establish a price of \$52.00/vial for Q1 and Q2.

HEMOCARE/ALT.

- Focus attention of Corp. Mktg. Mgrs. on these accounts during Phase I. -- Pricing, based on current market conditions, should range from \$53.00 - \$61.00 per vial.
- Pricing program for Top 10 HomeCare accounts should have the flexibility to include a "Product Credit" program that guarantees long-term price competitiveness. This program would be reviewed at the end of each quarter with the account. Quarterly pricing reference would be the AMP (Average Market Price) report to HCFA plus 10%.

FSS \$44.95
Whl \$71.00
Dist. \$51.50
AMP \$109.20

Rep min \$54.00
WPO's @ \$54.00
Cardinal
BENEFIT
AMERINET

What about a place like Jacob's R (Gross Longford)

Example: Account buys 10,000 vials during Q2 at \$57.00 per vial for a total of \$570,000. At the end of Q2, an AMP is reported to HCFA of \$50.00.

I NEED TO HANDLE AMERISOURCE
Tiffin (PrimeNet)
Valley Forge, PA
der phase

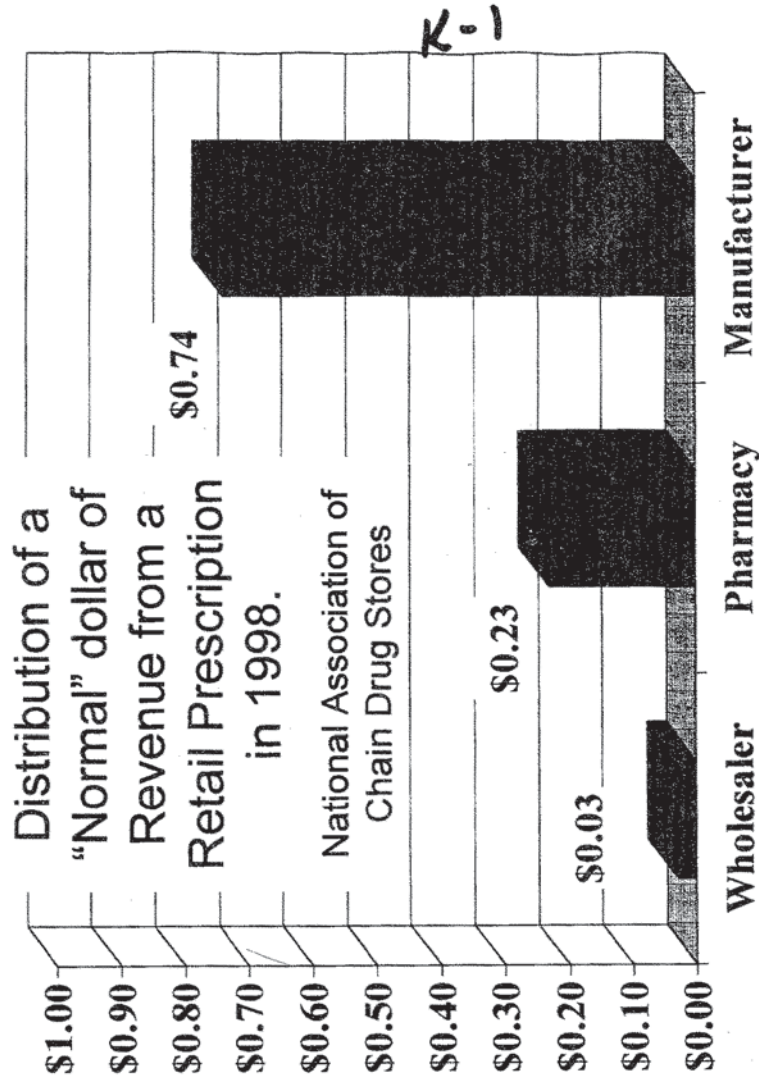
$\$50.00 \times 110\% = \55.00
 $\$57.00 - \$55.00 = \$2.00$
 $\$2.00 \times 10,000 = \$20,000$

Possible Home Care Mkt

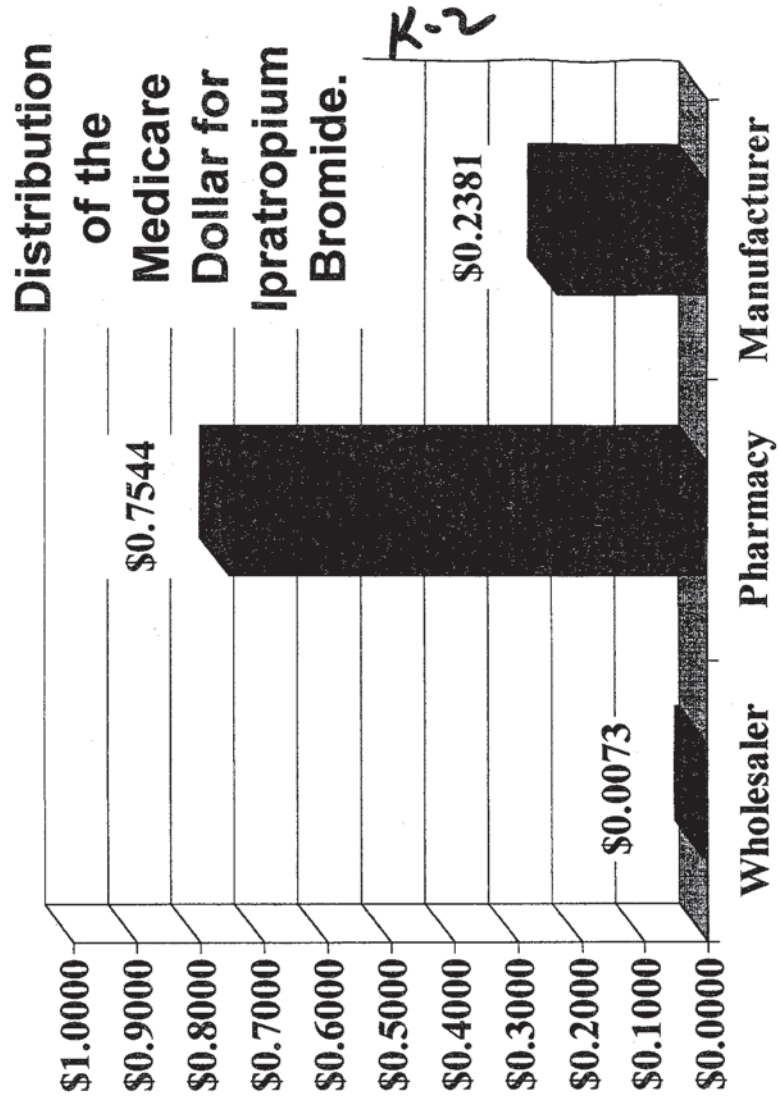
Comm	Dewer
OPTIONAL	Chicago
Hemato	CA
NMC	Waltham Mass
Home Int. Cr. Kiosk	
Health Int.	Miami
UNIC	Maricopa

G 00000

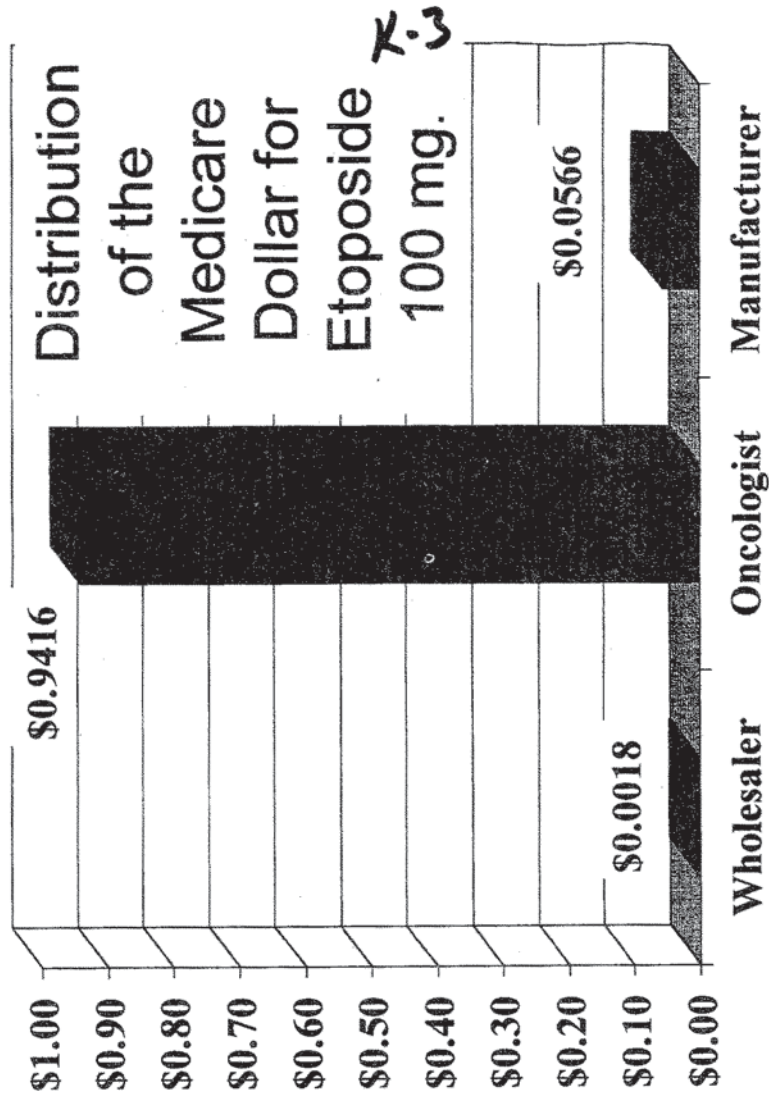
231



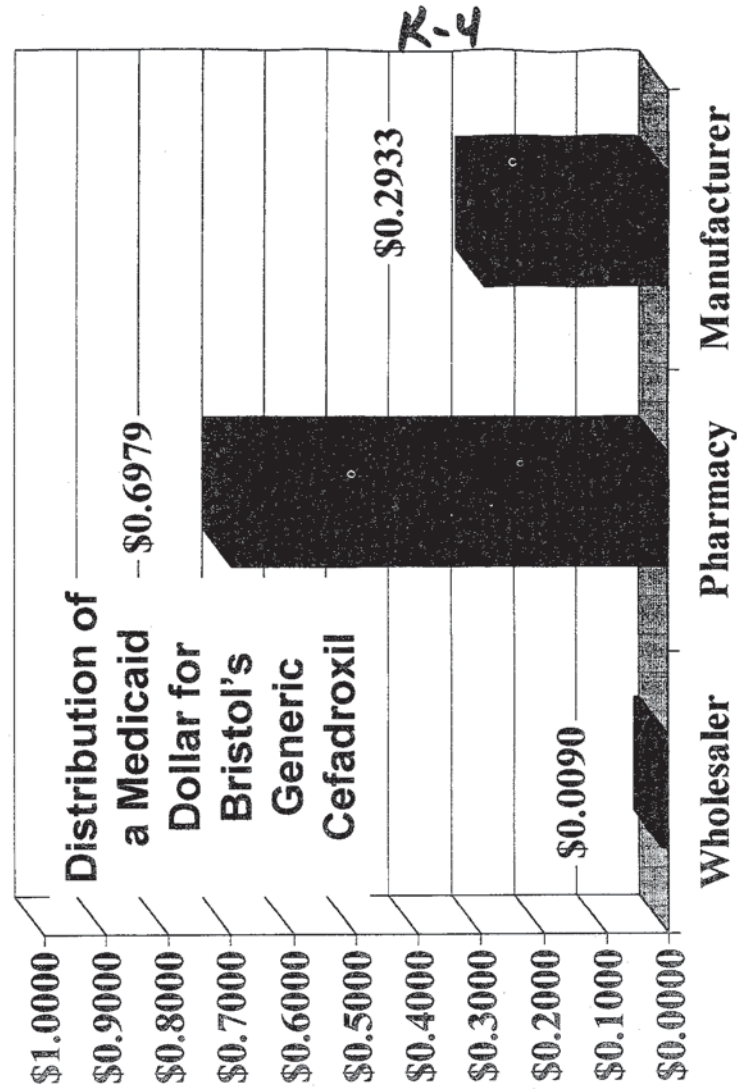
232



233



234



235

T-1

FO 3TH DR'S

CPT CODES	BRAND NAME	MCRE ALLOW	YTD 1995 VERSYS	Mth to Date YTD 1995 Medic	YTD MCRE ALLOW
J9140	DT IC 200 MG	\$ 21.17	0	0	\$ -
J9150	CERUBIDINE	\$ 77.52	0	0	\$ -
J9181	TOPOSAL	\$ 14.20	1446	207	\$ 23,472.60
J9182	TOPOSAL	\$ 141.97	432	65	\$ 70,568.09
J9185	FLUDARA 50 MG	\$ 174.30	51	0	\$ 8,889.30
J9190	FLURORONRACIL	\$ 1.55	1930	256	\$ 3,388.30
J9200	FUDR 500 MG	\$ 122.94	4	0	\$ 491.78
J9202	ZOLADEX 3.6 MG	\$ 344.76	0	0	\$ -
J9208	IFEXIFOSFAMIDE 1 GM COMBO	\$ 101.94	592	51	\$ 65,547.42
J9209	MESNA	\$ 15.43	2125	228	\$ 36,275.93
J9213	ROFERON A 3 MIL/0	\$ 29.87	118	48	\$ 4,958.42
J9214	INTRON A 1 MIL/0	\$ 9.88	736	129	\$ 8,615.40
J9217	LUPRON DEPOY 7.5 MG	\$ 483.76	21	1	\$ 10,202.50
J9260	METHOTREXATE 50MG	\$ 4.75	242	23	\$ 1,258.75
J9265	TAXOL 30 MG	\$ 182.63	466	171	\$ 116,335.31
J9280	MUTAMYCIN 5 MG	\$ 128.95	41	2	\$ 5,544.95
J9290	MUTAMYCIN 20 MG	\$ 435.49	8	1	\$ 3,919.41
J9293	MITOXANTHRONE 5 MG	\$ 154.05	35	24	\$ 8,088.95
J9360	VELBAN	\$ 3.75	279	49	\$ 1,230.00
J9370	VINCISTINE 1MG	\$ 31.75	155	29	\$ 5,842.00
Q0136	PROCRIT 1000 UNITS	\$ 12.00	995	30	\$ 12,300.00
Q9XX	PROCRIT 1000 UNITS	\$ 12.00	588	380	\$ 11,736.00
TOTALS					\$ 1,085,941.34

COST ALLOCATED BY BOOKS

\$ 837,840.00

PROFIT FROM DRUGS

\$ 448,301.34

236

CHEMO DRUGS

DECEMBER 1997

TOTALS	
\$	98,945.52

MTD DRUG COST FOR DR. [REDACTED] AND DR. [REDACTED]

% OF DR. [REDACTED] = MTD DRUG COST/TOTAL DRUG COST

% OF DR. [REDACTED] = MTD DRUG COST/TOTAL DRUG COST

64%	98,945.52
36%	35,500.00

MTD DRUG PROFIT FOR DR. [REDACTED] AND DR. [REDACTED]

\$	45,332.59
----	-----------

YTD DRUG COST FOR DR. [REDACTED] AND DR. [REDACTED]

\$	1,505,953.93
----	--------------

% OF DR. [REDACTED] = YTD DRUG COST/TOTAL DRUG COST

% OF DR. [REDACTED] = YTD DRUG COST/TOTAL DRUG COST

64%	
36%	

YTD DRUG PROFIT FOR DR. [REDACTED] AND DR. [REDACTED]

\$	725,178.03
----	------------

1-2